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62.23 1903

SIXTEENTH ANNUAL CATALOGUE

AND PRICE LIST OF THE

HOME NURSERY

LOCATED AT LA FAYETTE, STARK CO., ILLINOIS

IRVIN INGELS, PROPRIETOR

☆ JUL 29 1920 ☆
U. S. Department of Agriculture.

GROUNDS AND RESIDENCE ONE-FOURTH MILE NORTH OF THE CITY — FIVE
MINUTES' WALK FROM THE DEPOT. BOTH LOCAL AND LONG
DISTANCE PHONES IN OUR OFFICE.

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Died :

My Wife, Eliza B. Ryder

May 31st, 1902, Aged 42.

Sixteenth Annual Catalogue and Price List



IN THIS, my Sixteenth Annual Catalogue and Price List, will be found a short and concise description of each kind and variety offered, which I trust will be helpful to those making an order. Where the selection of varieties is left to me, I will give them what I consider the best and most profitable to plant. Having had eighteen years' experience growing fruit for the market, I am in a position to advise along this line.

ORDERS BY MAIL—Special attention is given to mail orders, and all questions in regard to varieties, planting, cultivating, etc., will be promptly and cheerfully answered.

NO MONEY ASKED IN ADVANCE—When you receive your trees, and find them as ordered, the money for them will be due, and not before. We guarantee satisfaction or no sale.

IF AFTER REASONABLE CARE has been bestowed, losses occur, it is my custom to replace such plants at one-half the regular catalogue price, or give equivalent value in other stock, but I do not insure their lives. Errors or omissions will always be cheerfully corrected, and if any plants prove to be not true to name and as represented, they will be replaced by others of correct kind and grade, without charge, or the price originally paid for them refunded.

CERTIFICATE OF HEALTH—Our grounds are annually inspected by the State Entomologist, and we hold a certificate from him that there is no dangerous insect or contagious disease of fruits on our premises.

TERMS, CASH ON DELIVERY—5 will be furnished at 10, 50 at 100, and 500 at 1000 rates. Stock that does not grow under proper treatment will be replaced at half price.



Photograph showing Residence and part of Grounds in Winter.

NO AGENTS EMPLOYED—We prefer to deal direct with the planter.

Home Nursery, La Fayette, Stark County, Illinois

APPLE TREES.

Standard Trees, 5 to 7 feet high, 3 yrs. old—each, 25c.; per 10, \$2.00; per 100, \$18.00.

VARIETIES.

NOTE—Where the selection of varieties is left to me, will give the very best assortment.

SUMMER.

- Astrachan Red**—Large, deep crimson, sub-acid.
Duchess of Oldenberg—Streaked with red, good sized, juicy, rich, sub-acid, very productive, early bearer.
Early Harvest—Straw color, tender, juicy, fine flavor.
Early Strawberry—Small, bright red, flesh white and tender.
Sweet Bough—Large, pale yellow, sweet, tender, and juicy.
Yellow Transparent—White, tender, and juicy, tree comes into bearing immediately.

FALL.

- Alexander**—Very large, deep red, tree hardy.
Autumn Strawberry—Tender, juicy, sub-acid.
Bailey Sweet—Rather large, striped, flesh tender but not juicy, rich and sweet.
Bietigheimer—Very large, handsome, flesh white, sub-acid, tree productive, early bearer.
Chenango Strawberry—Large, oblong, red and yellow, very handsome.
Fall Pippin—Very large, yellow, flesh tender, rich, and delicious.
Fameuse or Snow—Deep crimson, flesh white.
Gideon—Medium, golden yellow, juicy, sub-acid, extremely hardy, early bearer, keeps well.
Gravenstein—Large, striped, and of the very best quality.
Hibernal—Heavy grower, extremely hardy.
Maiden's Blush—Large, beautiful yellow with flush cheek, best quality.
Pound Sweet—Extra large, pale green, coarse grained, sweet, good flavor.
Porter—Large, oblong, yellow, flesh tender.
Ryder Strawberry—Large, light yellow, striped with red, spicy aromatic flavor, fine quality.
St. Lawrence—Large, round, streaked with red, good bearer, one of the best.
Summer Rambo—Medium, flat, striped, good quality.
Wealthy—Large, red, sub-acid, very juicy, bears young, immensely productive.
Wolf River—Extremely large and handsome, shaded and striped with red, early bearer, very hardy.

WINTER.

- Baldwin**—Large, bright red, crisp, juicy.
Ben Davis—Large, striped red, good bearer.
Domonie—Large, light yellow, striped, extra fine quality.
Fallawater—Large, dull red, flesh greenish white, sub-acid.
Fulton—Beautiful yellow with red cheek, excellent flavor.
Gilliflower—Dull purplish red, nearly black, rich flavor.
Gilpin or Little Romanite—Medium sized, flesh yellow, very long keeper.
Grimes Golden Pippin—Good sized, yellow, of very best quality.
Golden Russet—Dull russet, crisp, juicy, rich.
Hubbardston's—Very large, striped, dull red on yellow, coarse grained, but of fine flavor.
Jonathan—Medium sized, dark red, extra fine quality.
Krauser—Large sized, good flavor, tree very hardy.
Lady Sweet—Large, roundish, green and red, sweet, sprightly, and perfumed, good keeper.
Mann—Large, green, mild sub-acid.
Minkler—Large, greenish yellow, striped red, fine quality, good bearer.
Missouri Pippin—Medium sized, bright red, flesh white and firm, aromatic, early bearer.
Milam—Medium, dull red, splendid keeper, and of best quality.
McIntosh Red—A handsome apple of fine quality.
Northern Spy—Large, striped, mild sub-acid, delicious flavor.
Northwestern Greening—Very hardy, yellow, of good size.
Ontario—Large, yellow, nearly covered with bright red, juicy, sub acid, fine.
Pewaukee—Large, dull striped, red and yellow, sub-acid, aromatic flavor, tree very hardy.
Pennock or Large Romanite—Red, coarse grain, ed, mild flavor.
Rhode Island Greening—Large, greenish yellow, tender and juicy.
Rox. Russet—Medium to large, very late keeper.
Rome Beauty—Large, yellow shaded red, good quality.
Roman Stem—Medium sized, yellow lightly russeted, extra good quality.
Salome—Large, similar in color and flavor to Jeneting, tree hardy.
Smokehouse—Medium to large, striped red, fine sub-acid flavor.
Smith's Cider—Large, handsome, red and yellow, acid, good bearer.

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WINTER APPLES—Continued.

Seek No Farther—Medium to large, striped, dull red, flesh tender, rich, and of excellent flavor.

Stark—Large, striped, coarse, mild, sub-acid, valuable as a keeper.

Sutton Beauty—Good sized, skin waxen yellow striped with crimson, sub-acid, keeps well.

Talman Sweet—Medium sized, yellow, shaded red, sweet, good quality.

Twenty Ounce—Very large and showy, striped, good quality.

Walbridge—Medium, striped red, tree very hardy.

Wagner—Large, deep red, flesh firm, sub-acid, excellent.

White Pippin—Large, greenish white, flesh brittle and juicy, good keeper.

Wine Sap—Medium, large, dark red, crisp and juicy.

Willow Twig—A well known variety, large, striped, sub-acid, good keeper.

Winter Rambo—Medium size, streaked yellow and red, highly esteemed old variety.

Yellow Belleflower—Large, yellow, flesh tender and juicy, one of the best.

DWARF APPLE TREES.

Astrachan Red,
Oldenburg,
Yellow Transparent,

} On Paradise stock, 3 years old, 4 to 5 feet.

Each, 40c.; per 10, \$3.00.

Apple trees grown as dwarfs come into bearing very much sooner than standards, in fact they begin to bear the second year after planting. The dwarfing makes them bear profusely. They are well adapted for town lots or small garden, where a large tree would not be desirable. The above list embraces the most popular summer varieties.

CRAB APPLE TREES.

First class, 5 to 6 ft.—each, 35c.; per 10, \$3.00.

Hyslop—Large, dark red, productive, valuable.

Martha—Glossy, yellow, shaded bright red, mild tart.

Whitney No. 20—One of the largest, juicy and pleasant.

PEAR TREES.

STANDARD PEARS.

Kieffer—Very large, handsome pear, keeps well into winter, early and abundant bearer. Each, 50c.; per 10, \$4.00.

Goodale—Medium large, excellent flavor, ripens early in July. Each, 40c.; per 10, \$3.50.

Seckel—Small, skin rich yellowish brown, the richest and highest flavored pear known. Each, 40c.; per 10, \$3.50.

Koonce—Medium to large, spicy, juicy, sweet, and good, season very early. Each, 50c.; per 10, \$4.00.

DWARF PEARS.

Duchess de Angouleme—Large size, late fall. Each, 40c.; per 10, \$3.50.

Seckel—For description see under Standard. Each, 40c.; per 10, \$3.50.

CHERRY TREES.

2 years old, first class, 5 to 6 feet—each, 50c.; per 10, \$4.00.

2 years old, first class, 3 to 4 feet—each, 35c.; per 10, \$3.00.

Early Richmond—Large, bright red, most popular kind, very productive, bears soon after planting.

English Morello—Blackish red, juicy, acid, good, very late.

Late Duke—Very large, light red, tree upright grower.

Montmorency—Large, red, very productive, ten days later than Early Richmond.

PEACH TREES.

First class, 5 to 7 feet high—each, 25c.; per 10, \$2.00; per 100, \$18.00.

Following varieties are arranged in their order of ripening, which extends from June into October. Except as noted, all free stones.

Alexander—Medium to large, skin greenish white, shaded to rich red, flesh very juicy, cling stone, July 1.

Champion—Large, handsome, early variety, creamy white with red cheek.

Hale's Early—Medium sized, flesh greenish white, half cling, excellent quality, tree very productive.

Bokara—Claimed to be the hardiest peach known, large, yellow, good quality.

Hill's Chili—Dull yellow, very hardy, large and fine.

Early Crawford—Large, yellow, and excellent quality.

Wheatland—Large, roundish, golden yellow shaded with crimson, flesh yellow and firm, sweet, and of fine quality.

Late Crawford—Same as Early, about three weeks later.

Kalamazoo—Large, yellow, very productive.

Elberta—Large, yellow with red cheek, hardy, prolific, one of the leading market sorts.

Crosby—One of the hardiest, abundant bearer, yellow, fine quality.

Stump—Very large, white with red cheek.

Wonderful—Large, yellow and red, yellow flesh, valuable.

Home Nursery, La Fayette, Stark County, Illinois

PLUM TREES.

EUROPEAN VARIETIES.

Each, 40c.; per 10, \$3.50.

German Prune—Large, dark purple, green flesh.

Green Gage—Very large, greenish, fine flavor.

Bristol—Large, dull reddish purple, very hardy and a good bearer, originated in Henry Co., Ills. (See cut.) Price, each, 75c.

JAPAN VARIETIES.

Each 40c.; per 10, \$3.50.

Abundance—Large, lemon yellow, oldest and best known sort.

Burbank—Very large, excellent quality, hardy tree, extremely productive.

Red June—Early ripening, medium large, red with yellow flesh, fine flavor.

Ogon—Bright golden yellow, one of the largest of the Japs.

Satsuma—Large, purplish crimson with blood red flesh, delicious flavor.

NATIVE VARIETIES.

Each, 35c.; per 10, \$3.00.

Pottawattamie—An immense bearer, fruit large, yellow overspread with pink dots, very sweet.

Wolf—Free stone, large size, red, productive.

Wisconsin Red—Called Miner by some, very large, red, flesh solid, sweet, tree an annual bearer.

Wild Goose—Old and widely planted, variety large, light red, very early, season July 15.

GRAPE VINES.

2 years old.

Concord—Well known standard variety, succeeds wherever grapes will grow, very prolific. Each, 15c.; per 10, \$1 00.

Moore's Early—Very large, purple, exceedingly hardy, two weeks earlier than Concord. Each, 25c.; per 10, \$2.00.



Photograph of Bristol Plum Tree in fruit Aug. 25th. Most valuable European Plum yet introduced, adapted to this particular section of country. Origin, Henry Co., Ills.

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GRAPE VINES—Continued.

Moore's Diamond—The leading early white grape, vine like the Concord in growth, hardiness, and foliage. Each, 30c.; per 10, \$2.50.

Niagara—Large, greenish white, excellent quality. Each, 25c.; per 10, \$2.00.

Pocklington—Golden yellow, very aromatic and sweet. Each, 25c.; per 10, \$2.00.

Woodruff Red—Of iron clad hardiness, large, amber color, ripens soon after Concord. Each, 35c.; per 10, \$3.00.

GOOSEBERRIES.

2 years old.

Houghton—(American variety), clear red when fully ripe, very prolific and profitable. Each, 15c.; per 10, 75c.

Downing—(American variety), large, white, valuable. Each, 15c.; per 10, \$1.00.

Industry—(English variety), inch to inch and one-fourth in diameter; free from mildew; the best English variety. Each, 25c.

CURRANTS.

2 years old.

Victoria—Old and reliable sort. Each, 10c., per 10, 75c.

White Grape—Very prolific, mild flavor, large. Each, 10c.; per 10, 75c.

Fay's Prolific—Heavy bearer, bright red, large size. Each, 15c.; per 10, \$1.00.

Cherry—Very large, mild sub-acid. Each, 10c.; per 10, 75c.

Pomona—New variety, highly recommended. Each, 15c.; per 10, \$1.25.

BLACKBERRIES.

Snyder—Well known, valuable, early variety. Per 10, 25c.; per 100, \$2.00.

Erie—Vigorous grower, large berry. Per 10, 50c.; per 100, \$3.00.

Ancient Briton—Very hardy, large size, late. Per 10, 50c.; per 100, \$3.00.

NOTE—Blackberries, as well as Currants and Gooseberries, like rich soil and should be heavily manured and well cultivated to get good results.

RASPBERRIES.

Gregg (Black Cap)—Well known, large, late variety. Per 10, 30c.; per 100, \$2.50.

Palmer (Black Cap)—Very early, extra hardy, heavy bearer. Per 10, 30c.; per 100, \$2.50; per 1000, \$12.00.

Kansas (Black Cap)—Vigorous grower, berries very large and fine, ripens soon after Palmer. Per 10, 40c.; per 100, \$3.50.

Eureka (Black Cap)—Very large, early, fine flavored, prolific. Per 10, 50c.; per 100, \$3.50.

Munger (Black Cap)—New, extra large, very late, valuable. Per 10, 50c.; per 100, \$4.00.

Cuthbert (Red)—Best of the reds, long season. Per 10, 30c.; per 100, \$2.00.

Turner (Red)—Canes thornless, bright red berries. Per 10, 30c.; per 100, \$2.00.

For large quantities of any of the above varieties write for special low prices.

STRAWBERRIES.

First class plants—per 10, 25c.; per 100, \$1.00; per 1000, \$8.00.

The following varieties will be found to be the best. Have made a specialty of strawberry culture for a number of years, and grow only the kinds we know to be good. When the selection of varieties is left to me, will give good assortment.

MALE VARIETIES:

Bederwood
Brandywine
Downing
Gandy
Jessie
Lovett's Early
Michel's Early
Nich Ohmer
Parker Earl
Wm. Belt
Rough Rider

FEMALE VARIETIES:

Bubach No. 5
Haverland
Lady Thompson

By planting both early and late varieties you can have fresh strawberries from four to five weeks in succession. They produce the most per acre and do it in less time after planting than any other plant.

NOTE—Have given no description of Strawberries as they are all good. While one variety may produce better than another one year, it may not the next. Hence there is no one variety that is the best every year.

Owing to the variableness of the pollen, it is a good rule to plant a number of kinds in one plantation. Also set early and late varieties to give a succession of fruit. In growing the plants we keep each variety properly labeled, so that our plants are true to name. They are grown on very strong land; are not to be compared with the small, sickly plants grown on sand and offered at a low price.

MISCELLANEOUS.

Rhubarb Linneas (Pie Plant)—Fine and tart. Each, 15c.; per 10, \$1.00.

Asparagus, Conover's Colossal—Very large, tender. Per 10, 25c.; per 100, \$1.50.

Dwarf Juneberry—Ripens in June, profuse bearer. Each, 25c.

Osage Hedge—Plants one year old, first class. Per 100, 50c.; per 1000, \$3.00.

Berry Box Lumber at wholesale prices.

Vegetable Plants in season; Cabbage, Tomato, Celery, etc.

Home Nursery, La Fayette, Stark County, Illinois

ORNAMENTAL TREES.

Birch (European White)—Rapid grower, white bark, beautiful for streets, avenues, parks and cemeteries.

Height, 6 to 7 ft.; each, 50c; per 10, \$1.00.
Height, 8 to 10 ft.; each, 75c; per 10, 6.00.
Height, 12 to 14 ft.; each, \$1.00.

Box Elder—Fast growing, makes dense shade.

Height, 5 to 6 ft.; each, 25c; per 10, \$2.00.
Height, 7 to 10 ft.; each, 40c; per 10, 3.50.

Catalpa, Bungi—Called Umbrella Catalpa, fine for lawn, 2 year grafted. Each, 50c.

Coffee Nut—Corrugated bark, very ornamental. Height, 4 to 6 ft.; each, 35c.

Elm (American White) — Makes a rapid growth, attains a large size, with spreading top.

Height, 6 to 7 ft.; each, 25c; per 10, \$2.00.
Height, 8 to 10 ft.; each, 40c; per 10, 3.50.

Hard Maple—Medium, slow growth, dense shade, round, spreading top, beautiful tree.

Height, 6 to 8 ft.; each, 40c; per 10, \$3.50.
Height, 8 to 10 ft.; each, 50c; per 10, 4.50.

Soft Maple—Very rapid grower, makes a beautiful tree; while young should have the leading shoots cut back each year to prevent tree from becoming too large.

Height, 6 to 8 ft.; each, 25c; per 10, \$2.00.
Height, 9 to 12 ft.; each, 30c; per 10, 2.50.
Height, 12 to 14 ft.; each, 40c; per 10, 3.00.
Height, 14 to 16 ft.; each, 50c; per 10, 4.00.

Poplar, Carolina—A hardy native tree of exceedingly rapid growth, pyramidal in form, with large, glossy leaves, grows anywhere.

Height, 6 to 8 ft.; each, 30c; per 10, \$2.50.
Height, 8 to 10 ft.; each, 40c; per 10, 3.00.

Poplar, Lombardy—Remarkable for its erect growth and spire-like form. Height, 6 to 8 ft.; each, 25c; per 10, \$2.00.

American Sycamore—Rapid growing tree, with large leaves and white bark, fine for avenues. Height, 6 to 7 ft.; each, 25c; per 10, \$2.00.

ORNAMENTAL WEeping TREES.

Cut-leaved Birch—The most popular tree of its class, makes a tall, slender yet vigorous growth, graceful drooping habit, silvery white bark and beautiful cut foliage.

Height, 6 to 7 ft.; each, \$1.00.

Camperdown Elm—Weeping variety of Scotch Elm. The branches grow horizontally and downward in strangely crooked lines, never getting much higher than where grafted, usually about 6 feet high. Price, two year old head, \$1.00.

Kilmarnock Willow—Makes a fine umbrella-like head, with branches drooping gracefully. Each, 40c.

Mt. Ash—A fast growing, weeping tree, with tortuous spreading branches. Each, \$1.00.

Tea's Mulberry—The most perfect weeping tree grown, does well in any situation, absolutely hardy and easily transplanted. Each, \$1.00.

HARDY ORNAMENTAL SHRUBS.

Berberry—Purple-leaved, fine for ornamental Hedging. Height, 2 ft.; each 25c.

Cornus Sanguinea (Dogwood)—Branches are bright red in winter. Each, 30c.

Calycanthus (Spicewood)—Flowers chocolate color, sweet scented. Each, 40c.



Hardy Hydrangia.

From a photograph taken last summer on our grounds.

Hardy Hydrangia—Blooms from July until frost. The finest shrub for lawn or border yet introduced. Perfectly hardy and of easy culture. Price of blooming size plants, 18-in., 40c. each; 24-in. 50c. each.

Lilac—Blooms profusely in early spring, very fragrant. Each, 25c; Dwarf, 40c.

Pyrus Japonica (Burning Bush)—Flower red, very early. Each, 25c.

Spirea Van Houte—Best of the Spirea, bloom white. Each, 25c.

Syringa Grandiflora—Flowers white, very fragrant. Each, 25c.

Snow Ball—Well known favorite shrub, great bloomer. Each, 25c.

Weigelia Hendersoni—Pink, bloom in June and July so full as to nearly hide the foliage, very desirable shrub. Each, 25c.

Yucca Filamentosa—Green during winter, blossoms white. Each, 25c.

HARDY CLIMBING PLANTS.

2 years old.

American Ivy—Excellent climber, beautiful autumn foliage. Each, 25c.

Trumpet Vine—Large trumpet-shaped flowers, vigorous grower. Each, 25c.

Clematis Jackmani—Large purple, blooms from July until frost. 3 yrs., each, 75c.

Clematis Henryi—White, excellent bloomer. 3 yrs., each, \$1.00.

Clematis Paniculata—Very rapid growth, small white flower. Each, 50c.

Honeysuckle Halliana—Blossoms all summer, very fragrant. Each, 35c.

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HARDY CLIMBING PLANTS—Cont.

Honeysuckle Chinese Evergreen—Good bloomer, holds foliage into winter. 3 yrs, each, 35c.

Purple Wisteria—Splendid hardy climber, flowers in large clusters, pale blue. Each, 35c.

HARDY ROSES.

All strong plants, 1½ to 3 feet high.

Persian Yellow—June rose, fine bloomer. Each, 25c.

Mad. Plantier—June rose, white, fine. Each, 25c.

Crimson Rambler—Of recent introduction, proves to be extra hardy, free bloomer and strong grower, flowers are produced in clusters of 35 to 40 each; color, dark crimson. 2 to 3 ft. plants, blooming size, each, 50c.

Cumberland Belle—Climbing moss, bright, silvery rose color, very fragrant, buds nicely mossed. Each, 50c.

Seven Sisters—Flowers in clusters, opening a light rose color, changing to white, beautiful climber. Each, 25c.

Prairie Queen—Well known climber, bright, rosy red, foliage large. Each, 30c.

Gen. Jacqueminot—Ever-flowering, brilliant, crimson, large, and of hardy habit. Each, 35c.

Paul Neyron—Largest ever-blooming rose known, free bloomer, deep rose color. Each, 35c.

La Reine—Deep crimson, very free flowering and hardy. Each, 35c.

Crimson Globe—Large, full, deep crimson moss, perfectly globular. Each, 40c.

EVERGREENS.

American Arbor Vitae—

Height	Each	Per 10	Per 100
18 to 24 in.....	20c.	\$1.50	\$10.00
2 to 3 ft.....	25c.	2.00	15.00

American Arbor Vitae, Pyramadalis—

Height	Each
2 to 3 ft.....	50c.

The Arbor Vitae is well adapted for either ornamental hedging or windbreaks. Rapid grower, perfectly hardy, native. Easily transplanted. For hedging, set 12 to 16 inches apart; windbreaks, 3 to 4 feet, in rows.

Spruce, Colorado Blue—

Height	Each	Per 10
18 to 24 in.....	25c.	\$2.00
2 to 3 ft.....	35c.	2.50

Variety of American Spruce from Colorado, a rapid grower, foliage a beautiful bluish green,

sturdy, compact, dense growth. A very handsome tree for lawn or park. Will be the coming tree for shelter belts.

Spruce, Norway—

Height	Each	Per 10	Per 100
18 to 24 in.....	20c.	\$1.50	\$10.00
2 to 3 ft.....	30c.	2.25	15.00

This is the big tree of Norway and more widely planted than any other for windbreaks and shelter belts. Of very rapid growth, easily transplanted.

Spruce, Black Hills—

Height	Each
4 to 5 ft.....	75c.

Variety of White Spruce from South Dakota, admirably adapted for planting in dry and windy situations, where other evergreens fail. Makes medium, rapid, and symmetrical growth, foliage a bluish green, very dense and compact, fine for lawn, park, or cemetery.

Red Cedar—

Height	Each	Per 10	Per 100
2 to 3 ft.....	20c.	\$1.50	\$10.00

A native tree. While it never makes a very large tree, it grows very rapidly while young. On account of its quick growth and dense foliage, it is very valuable for windbreaks and screens, also fine for ornamental hedging.

Pine, White—

Height	Each	Per 10	Per 100
12 to 15 in.....	20c.	\$1.75	\$12.00

Pine, Scotch—

Height	Each	Per 10	Per 100
18 to 24 in.....	20c.	1.50	10.00

The pines are of very rapid growth, and are well suited for shade or shelter belts, especially where large trees are desired.



Photograph of Specimen Evergreens
Covered with snow and sleet, on our grounds near residence.

All questions by mail or otherwise in regard to varieties, planting, cultivating, etc., will be promptly and cheerfully answered. Correspondence invited.

NO AGENTS EMPLOYED, you deal direct.